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Food and Agricultural Export Directory 1988

United States
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Agriculture

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Food and Agricultural Export Directory 1988

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Introduction

The United States ranks as one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices.

Bulk commodities make up the majority of U.S. overseas sales, but there has been significant growth during this decade in U.S. exports of consumer food products. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

The *Food and Agricultural Export Directory* is published by the Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) for firms engaged in exporting and those who wish to enter the foreign market for U.S. agricultural products. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting all types of agricultural and food products.

Single copies of the directory are available from the High Value Products Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4951-S, Washington, DC 20250-1000, tel. (202) 447-3031.

The U.S. Department of Commerce is responsible for programs involving agricultural machinery, equipment, veterinary supplies, and other noncommodity items. Further information on programs offered for exporters of such items may be obtained from the Office of Domestic Operations, United States and Foreign Commercial Service, U.S. Department of Commerce, Room 3810, 14th Street and Constitution Avenue, N.W., Washington, DC 20230, tel. (202) 377-4767.

Foreign Agricultural Service

The United States maintains a global system for gathering and assessing information on world agriculture and trade. This enables U.S. farmers to market abroad advantageously, and it helps U.S. consumers obtain food products they need from other countries. Coordinating these global activities is the responsibility of the Foreign Agricultural Service of the U.S. Department of Agriculture. Since its formation in 1953, FAS also has been the center for activities related to the development, expansion, and maintenance of export markets for U.S. agricultural commodities. The central FAX for FAS is (202) 447-7729.

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International Agricultural Statistics

Commodity statistical analysts provide scheduled estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These data forecasts are supported by remote sensing techniques as well as weather-related analyses of foreign crop conditions.

International Agricultural Statistics also provides agribusinesses with information on U.S. and foreign trade, prices, and economic indicators. Information and data are available through publications and an electronic distribution system.

The group also collects and publishes weekly outstanding sales and accumulated export data. All exporters of U.S.-produced agricultural commodities are required by law to report their sales and associated exports by commodity and country. (Commodities included are wheat, wheat products, corn, rye, oats, barley, rice, cottonseed, flaxseed, linseed oil, soybeans, soybean cake and meal, American lima cotton, all upland cotton, and cattle hides and skins.)

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International Trade Policy

International Trade Policy coordinates and directs USDA's activities in international agreement programs and negotiations to expand world trade of U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations and other forums; and supporting the office of the U.S. Trade Representative in the conduct of trade negotiations. In addition, market development activities are supported by providing economic data and analysis (tariff rates, nontariff barriers, and statements on trade conditions).

To follow foreign governmental actions that affect the market for U.S. farm products, FAS relies primarily on its agricultural counselors and attaches. Special offices are maintained at the headquarters of the European Community in Brussels, Belgium, and at the international negotiations center in Geneva, Switzerland. FAS also maintains contacts with the Food and Agriculture Organization of the United Nations (FAO) in Rome.

In Washington, a staff of international trade specialists analyze the activities of international trade conducted under the rules of the General Agreement on Tariffs and Trade (GATT), as well as trade conducted under regional economic organizations and bilateral agreements. During international negotiations, FAS provides the staff and support work for U.S. agricultural representation.

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Deputy Assistant Administrator	Mattie B. Sharpless	447-4433
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<i>Multilateral Trade Policy Affairs Division</i> Director	Robert Riemenschneider	382-1312
<i>Asia, Africa and Eastern Europe Division</i> Director	John T. Hopkins	382-1289

USDA Technical Office

The USDA Technical Office receives through the GATT Secretariat notification of proposed mandatory standards requirements concerning agricultural products from the countries that are GATT signatories. The office also receives proposed standards for nonsignatory countries from FAS personnel overseas. These notifications are published in *Export Briefs* and also released electronically through the Electronic Dissemination of Information system. When interested parties provide comments on proposed standards, the Technical Office collects the comments and relays them to FAS offices in the appropriate countries for presentation to the foreign government authorities. In addition, the Technical Office keeps extensive and constantly updated files of U.S. and foreign regulations to provide answers to questions on technical requirements on food products. These regulations cover topics such as allowable pesticide residues, acceptable food additives, general labeling requirements, quarantine regulations, standards of identity, natural contaminants, certification, and testing requirements. For more information contact:

Carolyn F. Wilson
USDA Technical Office
Building 1072, BARC – EAST
Beltsville, MD 20705
Tel: (301) 344-2651
FAX: (301) 344-4335

Export Credits

The Public Law 480 (Food for Peace Program)

Titles I and III of the Public Law 480 Program (also called the Food for Peace Program) authorize USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms.

Title I concessional sales provide low-interest, long-term credit to foreign governments. Payment is made in U.S. dollars to suppliers upon delivery of the commodities on board vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities by recipient countries.

Title III, known as Food for Development, permits forgiveness of Title I debt, provided the recipient country undertakes specific agricultural and economic development activities with the proceeds from local sales of the commodities obtained under Title I agreements.

In addition, under Title II of P.L. 480 the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donations to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. About two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development, the administering agency.

Commodity Credit Corporation Commercial Financing

The Export Credit Guarantee Program (GSM-102) and the Intermediate Export Credit Guarantee Program (GSM-103) of the Commodity Credit Corporation (CCC) allow foreign buyers to purchase U.S. farm commodities from private U.S. exporters, with U.S. banks providing the financing at commercial rates of interest for up to 3 years under GSM-102 and in excess of 3 years, but not more than 10 years under GSM-103. CCC's guarantee covers the risk that the foreign buyer's bank might fail to pay under a letter of credit.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financing institutions would be unwilling to provide financing without CCC's guarantee. They also permit countries with improved financial conditions to purchase on full commercial terms. The CCC Operations Division administers these programs.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC-owned surplus dairy products and wheat to needy persons overseas through public and private nonprofit voluntary agencies and foreign governments. In addition, special programs, which include barter agreements and sales from CCC inventory, are managed by FAS as needed.

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Assistant Administrator	George J. Pope	447-6301
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Chief, Regulations, Procedures, and and Reports Branch	L. Bill Emerson	382-9150
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Chief, Title I Commodities Branch	Constance Delaplane	447-5780
Leader, Rate Analysis and Statistics Area	Edward Matthews	382-9336

Commodity and Marketing Programs

One of the most important services a U.S. farmer, cooperative, or company needs is good marketing. FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. product entering world trade is promoted by one of FAS' market development activities, which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotional and trade servicing operations.

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Deputy Assistant Administrator	Frank Piason	447-7791
Assistant to the Assistant Administrator	Leroy Barrett	447-7054
<i>Marketing Programs Division</i>		
Director	Richard Passig	447-4327
Deputy Director	Elizabeth Callanan	382-9166

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to anyone interested in foreign trade.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

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Deputy Director for Analysis	Clyde Gumbmann	447-2009
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<i>Tobacco, Cotton, and Seeds Division</i>		
Director	Harry C. Bryan	382-9516
Deputy Director for Marketing	Mollie Iler	382-9518
Deputy Director for Analysis	John Reddington	382-9524

Foreign Agricultural Affairs Agricultural counselors, attaches, trade officers, and other FAS officers assigned to U.S. embassies and consulates around the world play a key role in gathering global information of vital importance to U.S. agricultural trade. Originally assigned to the U.S. Department of Agriculture, the attaches were transferred to the U.S. Department of State by Executive Order in 1939. The Agricultural Act of 1954 (P.L. 690), approved August 28, 1954, provided for the attache service to be a part of the Foreign Agricultural Service of USDA.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of agricultural trade offices (ATO) in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. ATOs have been established in Algeria, Bahrain, the People's Republic of China, the Federal Republic of Germany, Iraq, Japan, Korea, Nigeria, Saudi Arabia, Singapore, Tunisia, Turkey, United Kingdom, and Venezuela.

**U.S. Agricultural Trade
and Development Missions**

The U.S. Agricultural Trade and Development Missions program was authorized by the Congress in December 1987 to encourage greater U.S. private sector and foreign country participation in U.S. agricultural trade and aid programs. The program was officially announced by the U.S. Department of Agriculture and a mission coordinator appointed on January 14, 1988. By offering specially designed combinations of U.S. trade and food assistance activities to selected countries, the goal of the program is to develop countries and customers for U.S. agricultural exports. For more information, contact:

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Agricultural Trade and Development Missions
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Washington, DC 20250
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European (EC Countries)	Dale Douglas	447-2144
North and South America	Edwin A. Bauer	447-3221
Caribbean Basin	Franklin D. Lee	447-3221
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**U.S. Agricultural
Representatives Abroad**

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Algeria, Algiers (also Tunisia) America Embassy rue Youcef Tayebi El Biar B.P. Box 549 (Alger-Gare) Tel: (011-213) 2786-025/ 2797-352 Telex: 61484 USAGR DZ Workweek: Saturday - Wednesday	Besa Kotati Agricultural Trade Officer	Algiers Department of State Washington, DC 20520-6030
Argentina, Buenos Aires (also Uruguay) American Embassy 4300 Colombia, 1425 Tel: (011-54-1) 774-7611 Direct Line: 774-0962 Telex: 18156 USICA AR	J. Dawson Ahalt Agricultural Counselor	American Embassy APO Miami 34034-0001
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Belgium, Brussels (also Luxembourg) American Embassy 27 Blvd. du Regent B-1000 Brussels Tel: (011-32-2) 513-3830 Telex: 846-21336	John Beshoar Agricultural Counselor	American Embassy APO New York 09667-1013
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Dale Good
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American Embassy
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Netherlands, The Hague American Embassy Lange Voorhout 102 Tel: (011-31-70) 624-911, ext. 327 Telex: 844 31704 FAX: (011-31-70) 624-911, ext. 257	Norval Francis Agricultural Counselor	American Embassy APO New York 09159
New Zealand, Wellington American Embassy 29 Fitzherbert Terrace Thorndon, Wellington Tel: (011-64-4) 722-068 Telex: NZ 3305	Evans Browne III Agricultural Attache	American Embassy FPO San Francisco 96690-0001
Nigeria, Lagos (also Ghana and Cameroon) American Embassy 2 Eleke Crescent P.O. Box 554 Tel: (011-234-1) 610-097/ 610-050 Direct Line: 615-699 Telex: 21670 USEMLA NG	Thomas A. Pomeroy Agricultural Attache	Lagos Department of State Washington, DC 20520-8300
Nigeria, Lagos (also Benin, Gabon, Ghana, Cameroon, Ivory Coast, Liberia, Guinea, Senegal, Sierra Leone, Togo, and Zaire) American Embassy Kings College Road P.O. Box 554 Tel: (011-234-1) 634-864/ 633-651 Telex: 21670 USATO NG	Alan K. Hemphill Agricultural Trade Officer	Lagos-ATO Department of State Washington, DC 20520-8300
Norway, Oslo American Embassy Drammensveien 18 Oslo 2, Norway Tel: (011-47-2) 448-550 Telex: 18470	Anthony Cruik Agricultural Counselor (Resides in Copenhagen)	APO New York 09085-5460

Pakistan, Islamabad
American Embassy
Diplomatic Enclave
Ramna 5,
P.O. Box 1048
Tel: (011-92-51) 826-161
Telex: 825-864
Workweek: Sunday -
Thursday

Robin Tilsworth
Agricultural Attache

PSC Box 311
APO New York 09614

Peru, Lima
(also Bolivia)
American Embassy
AID Building
Larrabure y Unanue 10
Tel: (011-51-14) 333-200
Telex: 25028 PE USCOMATT

Gary C. Groves
Agricultural Attache

American Embassy
APO Miami 34031

Philippines, Manila
American Embassy
1201 Roxas Blvd.
Tel: (011-63-2) 521-71-16
Telex: 722-27366 AME PH

Robert McConnell
Agricultural Counselor

American Embassy
APO San Francisco 96528

Poland, Warsaw
American Embassy
Aleje Ujazdowskie 29/31
Tel: (011-48-22) 283-041
Telex: 813304 USA PL

Harold L. Norton
Agricultural Attache

American Embassy Warsaw
c/o AmConGen (WAW)
APO New York 09213

Portugal, Lisbon
American Embassy
Avenida das Forcas Armadas
1600
Tel: (011-351-1) 726-6600/
726-6659
Telex: 12528 AMEMB

Omero (Homer) Sabatini
Agricultural Counselor

American Embassy
APO New York 09678-0002

Romania, Bucharest
(also Bulgaria)
American Embassy
Strada Tudor Arghezi 7-9
Tel: (011-40-0) 104-040
Telex: 11416

Steve Washenko
Agricultural Attache
(Resides in Belgrade)

AmConGen
APO New York 09213 (BUH)

Saudi Arabia, Jeddah
(also North Yemen)
American Consulate General
Palestine Road
Tel: (011-966-2) 661-2408/
667-6196
Telex: 604683 USATO SJ
FAX: (011-966-2) 667-6196
Workweek: Saturday -
Wednesday

John A. Williams
Agricultural Trade Officer

American Consulate General
APO New York 09697

Singapore
(also Brunei)
American Embassy
541 Orchard Road, 08-04
Liat Towers
Singapore 0923
Tel: (011-65) 737-1233/
734-1820
Telex: RS55318 USDA
FAX: (011-65) 732-8307

Geoffrey Wiggin
Agricultural Trade Officer

American Embassy
FPO San Francisco
96699-0001

South Africa, Pretoria
(also Botswana, Lesotho,
Swaziland, and Zimbabwe)
American Embassy
225 Pretorius Street
Transvaal
Tel: (011-27-12) 284-266
Telex: 322-143
FAX: (011-27-12) 284-266
ext. 259

Roger Puterbaugh
Agricultural Attache

Pretoria
Department of State
Washington, DC 20520-9300

Spain, Madrid
American Embassy
51 Serrano
Tel: (011-34-1) 276-3400/
276-3600
Direct Line: 431-2998
Telex: 27763
FAX: (011-34-1) 276-8063

Edmund L. Nichols
Agricultural Counselor

American Embassy
APO New York 09285

Sweden, Stockholm
(also Finland)
American Embassy
Strandvagen 101,
Stockholm S-11527
Tel: (011-46-8) 783-5300
Telex: 12060 AMEMB S
FAX: (011-46-8) 653-303

Shackford Pitcher
Agricultural Attache

Stockholm
Department of State
Washington, DC 20520-5750

Switzerland, Bern American Embassy 93 Jubilaumstrasse 3005 Bern Tel: (011-41-31) 437-276 Direct Line: 437-278 Telex: (845) 912603 USEM-CH FAX: (011-41-22) 314-591	Robert Simpson Agricultural Counselor	Bern Department of State Washington, DC 20520-5110
Switzerland, Geneva U.S. Mission to the European Office of the UN and Other International Organizations Botanic Building Ave. de la Paix 1202 Geneva Tel: (011-41-22) 32-09-70 Telex: 22103 USMIO CH FAX: (011-41-22) 314-591	James A. Truran Agricultural Counselor	Geneva Department of State Washington, DC 20520-5120
Syria, Damascus American Embassy Agha Building, 5th Floor Zendubia Taleb, Welt Malki Damascus Tel: (011-963-11) 332-315/332-814 Telex: 411919 USDAMA SY	W. Garth Thorburn Agricultural Counselor (Resides in Turkey)	Damascus Department of State Washington, DC 20520-6110
Taiwan, Taipei American Institute in Taiwan 7/9, Lane 134, Hsin Yi Road Section 3 Tel: (011-886-2) 709-2000 Telex: 23890 USTRAD	Kenneth Howland Agricultural Officer	American Institute in Taiwan P.O. Box 1612 Washington, DC 20013
Thailand, Bangkok American Embassy 95 Wireless Road Tel: (011-66-2) 252-5040, ext. 2468 Telex: 20966 FCS BKK TH FAX: (011-66-2) 254-2543	Weyland Beeghly Agricultural Attache	American Embassy Box 41 APO San Francisco, 96346-0001
Tunisia, Tunis American Embassy 6, rue St. Fulgence, 1002 Tel: (011-216-1) 782-566 Telex: 14307 USATO	Besa Kotati Agricultural Trade Officer (Resides in Algeria)	Tunis-ATO Department of State Washington, DC 20520-6360

Turkey, Ankara (also Syria and Lebanon) 110 Ataturk Blvd. Kavaklidere Tel: (011-90-4) 126-54-70 Direct Line: 126-08-55 Telex: 43144 USIA TR	W. Garth Thorburn Agricultural Counselor	American Embassy APO New York 09254
Turkey, Istanbul American Consulate General 104/108 Mesrutiyet CAD Tepebasi, Istanbul Tel: (011-90-1) 151-3602 Telex: 24077 ATOT TR	Theodore Horoschak Agricultural Trade Officer	CG-Istanbul APO New York 09380-1000
Union Of Soviet Socialist Republics, Moscow American Embassy Ulitsa Chaykovskogo 19/21/23 Tel. (011-7-096) 252-2451 thru 59 Telex: 413160 USGSO SU	William P. Huth Agricultural Counselor	American Embassy-AGR APO New York 09862-5438
United Arab Emirates, Dubai American Consulate General P.O. Box 9343 Dubai International Trade Center Tel: (011-971-2) 471-115 Telex: 98346031 BACCUS EM (Workweek: Saturday - Wednesday)	Pitamber (Dev) Devgon Agricultural Trade Officer (Resides in Bahrain)	Dubai Department of State Washington, DC 20520-6020
United Kingdom, London (also Ireland) American Embassy 24/31 Grosvenor Square W1A 1AE Tel: (011-44-1) 499-9000, ext. 2465 Telex: 266777 FAX: (011-44-1) 409-2019	Rolland E. Anderson Agricultural Counselor	American Embassy Box 48 FPO New York 09509
United Kingdom, London American Embassy 101 Wigmore Street, W1H 9AB Tel: (011-44-1) 499-0024 Telex: 296009 USAGOF FAX: (022-44-1) 493-5526	Robert D. Fondahn Agricultural Trade Officer	American Embassy Box 48 FPO New York 09509

Venezuela, Caracas
(also Barbados, Guyana,
Netherlands Antilles, Suriname,
and Trinidad and Tobago)
American Embassy
Avenida Francisco de Miranda
and Avenida Principal de la
Floresta
Tel: (011-58-2) 284-6111/7111
Telex: 25501 AMEMB VE
FAX: (011-58-2) 284-5412

Lloyd J. Fleck
Agricultural Counselor

American Embassy
APO Miami 34037

Venezuela, Caracas
(also Barbados, Guyana,
Netherlands Antilles, Suriname,
Trinidad and Tobago and
Colombia)
American Embassy
Avenida Francisco de Miranda
and Avenida Principal de la
Floresta, Floor 18, Tower C,
Centro Plaza, Los Palos
Grandes, Caracas 1060
Tel: (011-58-2) 283-2599/
283-2353
Telex: 29119-USATO-VC
FAX: (011-58-2) 284-5412

William Westman
Agricultural Trade
Officer

American Embassy
APO Miami 34037-3140

Yugoslavia, Belgrade
American Embassy
50 Kneza Milosa
11000 Belgrade
Tel: (011-38-11) 645-655
Telex: 11529 AMEMBA YU

Steve Washenko
Agricultural Attache

AmConGen (BEG)
APO New York 09213

Sample Mailing Address

Below are the three accepted forms for addressing mail to an overseas post using the agricultural attache of the American Embassy in Jakarta, as an example:

APO/FPO Address

Agricultural Attache
American Embassy
APO San Francisco
96356-0001

Department of State Pouch Address

Agricultural Attache
Jakarta
Department of State
Washington, DC 20520-8200

Sample Mailing Address

Below is another sample of accepted forms for addressing mail to an overseas post using the agricultural attache of the American Embassy in Jakarta, as an example:

International Address

Agricultural Counselor
American Embassy
Medan Merdeka Selatan 5
Jakarta, Indonesia

NOTE: Show USEC or OECD after American Embassy where appropriate.

Export Publications

The FAS issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on how best to break into exporting, descriptions of the markets with the greatest sales potential, and export assistance available from the USDA. Concise and readable articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities going on around the world.

The annual subscription rate is \$11 domestic; \$14 foreign. Order from The Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4642-S, Washington, DC 20250-1000.

Foreign Agriculture Circulars

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, and the supply and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted.

The monthly World Agricultural Production circular provides USDA's estimates on the production of wheat, rice, coarse grains, oilseeds, and cotton in major countries and selected regions of the world. The following circulars also are available: World Cocoa Situation; World Coffee Situation; World Cotton Situation; Dairy, Livestock and Poultry; Export Trade and Prospects; Meat and Dairy Monthly Imports; World Dairy Situation; World Livestock and Poultry Situation; World Grain Situation and Outlook; Export Markets for U.S. Grain and Products; USSR Grain Situation and Outlook; Horticultural Products Review; World Oilseed Situation and Market Highlights; U.S. Seed Exports; World Sugar and Molasses Situation and Outlook; World Honey Situation; World Tea Situation; U.S. Spice Trade; U.S. Essential Oil Trade; World Tobacco Situation; and Wood Products: International Trade and Foreign Markets.

FAS circulars are available through subscription. For a price list and an order blank, write to the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4644-S, Washington, DC 20250-1000.

Electronic Dissemination of Trade Leads

For more than 10 years, the FAS has been supplying trade leads to the U.S. agricultural export community. During 1986, more than 3,600 trade leads came in from 70 countries. The Trade Leads program was principally responsible for an estimated \$150 million in sales by U.S. export companies in 1986.

Electronic access to trade leads is available on a daily basis within 24 hours of their release through USDA's Electronic Dissemination of Information (EDI) service. To subscribe to EDI, contact Martin Marietta at (301) 982-6877. Two other companies provide this service for fees between \$300 and \$500 per year. To access the trade inquiries, a mini-computer with a modem and communications software is needed. Listed below are the companies and persons to contact directly to receive this service.

Brett Jenkin
Agridata Resources, Inc.
330 East Kilbourn
Milwaukee, WI 53203
Tel: (800) 558-9044

Ron Heinz
Dialcom, Inc.
Suite 307-W, 600 Maryland
Avenue, S.W.
Washington, DC 20024
Tel: (202) 488-0550

Weekly Roundup of World Production and Trade

This report presents current news and statistics on various commodities and a summary of recent developments in world production and trade. There is no charge for this report which can be mailed only to addresses within the United States. Order from the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5918-S, Washington, DC 20250-1000.

U.S. Export Sales Report

This weekly publication provides timely reporting of outstanding sales and accumulated exports of major agricultural commodities. This report, based on activity submitted by private exporters by commodity and country of destination, is available upon request from FAS. It is available in hard copy and through USDA's EDI service.

News Releases

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace), the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Targeted Export Assistance (TEA) program. For 24-hour information on export credit guarantee activities, call (202) 472-1621. For 24-hour information on EEP activities call (202) 447-2043.

In addition, FAS also publishes the Sugar Import Notice which gives the weekly status of sugar imports under the U.S. quota system.

Services to Exporters

Agricultural Information and Marketing Services (AIMS)

The Agricultural Information and Marketing Services (AIMS) is an export expansion program offered by the USDA's Foreign Agricultural Service. It provides foreign trade opportunities and contacts to U.S. food and agricultural businesses by collecting and publicizing information on foreign buyers and advertising U.S. export availability. The export marketing services offered by AIMS are Trade Leads, Buyer Alert, Foreign Buyer Lists, and U.S. Supplier Lists.

**Trade Leads in the
Journal of Commerce**

Select export opportunities, supplied by the U.S. Department of Agriculture, are published daily in *The Journal of Commerce*. *The Journal of Commerce* subscription charge is \$205 for 1 year and \$108 for 6 months. For subscription information, contact:

The Journal of Commerce
110 Wall Street
New York, NY 10005
Tel: (212) 425-1616 or (800) 221-3777

Trade Leads in Export Briefs

Export Briefs is a weekly bulletin of all trade leads received and processed by AIMS. In addition, Export Briefs highlights upcoming trade shows, foreign trade developments and changes and updates in trade policy throughout the world. The subscription fee for Export Briefs is \$75 per year. For assistance in ordering Export Briefs call (202) 475-3416.

Buyer Alert

Buyer Alert allows U.S. companies to advertise their food products in major markets around the world on a weekly basis. Using high-speed telecommunications, the AIMS staff in Washington, DC, forwards product announcements to interested overseas buyers.

Foreign Buyer Lists

The AIMS staff maintains a database of approximately 13,000 foreign firms from over 70 countries. American firms can obtain lists and match their products with prospective buyers. Foreign Buyer Lists provide company name, contact, address, telephone, telex, cable, and/or facsimile number. The lists can be formatted to provide foreign buyers by product for the entire world; or foreign buyers by country for all products.

Lists are available from two sources. One list, called Historical Trade Leads, provides the names and addresses of companies which have submitted an inquiry through the trade lead system during the past 3 years. The other list, called Foreign Buyer's Database, is provided by U.S. agricultural attaches, counselors, and trade officers overseas. There are generally more company names on the Foreign Buyer's Database list than on the Historical Trade Leads listing. Buyer lists are available at a cost of \$15 per list.

U.S. Supplier Lists

U.S. Supplier Lists are designed to meet the needs of prospective exporters seeking sources of U.S. food and agricultural products. The lists include name, address, telephone/telex/FAX, SIC code, primary product handled, 1-year sales information, and year the firm was established. Lists are available by individual SIC number at a cost of \$15 per request.

Mailing Address:

Agricultural Information and Marketing Service
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 447-7103
Telex: 7400232 BUYER UC
FAX: (202) 472-4374

International Trade Shows

The USDA, through the Foreign Agricultural Service, offers a cost-effective service for U.S. firms to explore foreign markets. FAS organizes national pavilions in major international food shows throughout the world. Participation includes individual booths, a trade lounge, advance public relations work, product shipment, and customs clearance for the show. For a current copy of the trade show calendar please call (202) 447-7103.

Export Product Review Program

Labeling is an important sales point in any export venture. The Foreign Agricultural Service's Export Product Review Program (EPR) can provide up-to-date information on labeling and ingredient regulations in a target foreign country before samples are shipped. To find out if your product label and ingredients meet the requirements of a foreign country, you can send your product label and ingredients list to FAS for evaluation.

By having products reviewed in the targeted foreign country in advance, the program has helped open the door to export opportunities for many U.S. food products. This allows exporters to meet foreign requirements and alleviates potential customs problems. The High Value Products Division processes requests for product review. A fee is charged for this service.

All product information must be submitted on the "Application for Product Review" form (FAS-633), available at the address below:

Export Product Review Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 475-3408

Targeted Export Assistance (TEA) Program

The High Value Products Division is the point of contact for food products firms and organizations wishing to take advantage of Targeted Export Assistance (TEA) program resources. The TEA program provides funds to promote products that have encountered unfair foreign trade barriers or competition in other countries, i.e., export subsidies. Market development activities are approved by FAS, and cost sharing for the approved programs is required.

Liaison With State Departments of Agriculture

The High Value Products Division works closely with State departments of agriculture and related organizations to promote food exports. The State departments of agriculture and their umbrella organizations disseminate High Value Products Division information and participate in FAS-sponsored events. They are a reference source for firms in their area desiring export market information.

For more information on these programs and for general information on exporting food products, contact:

High Value Products Division
Foreign Agriculture Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 447-3031

Minority and Small Business Program

The Minority and Small Business Program provides small and minority companies with a broad range of supportive services and assistance in selling their products overseas, as follows:

Assist businesses in identifying, developing, and evaluating regional and country, market-oriented promotional programs.

Assist firms in identifying, planning, and executing foreign trade exhibitions and appropriate follow-up and follow-through.

Assist businesses in developing long- and short-range overseas sales objectives.

Assist companies in identifying available resources to effectuate export opportunities for U.S. agricultural products.

Assist firms in identifying and acquiring technical expertise needed to capitalize on export sales opportunities.

Assist agricultural business firms in participating in major FAS-sponsored trade exhibits at reduced participation fees.

The purpose of this program is to provide a mechanism by which small and minority businesses can participate in international trade with FAS assistance and promote the agricultural exports of small and minority companies.

Further information may be obtained from:

Minority and Small Business Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 382-9498

Related Agencies

Office of Transportation

The USDA's Office of Transportation (OT) is the center for all transportation matters—domestic and international. It develops transportation policies and programs and represents the interests of agriculture and rural communities with other government agencies. In addition, the OT supplies technical assistance and information, identifies barriers, and estimates adverse effects on transport systems in agriculture. It also administers a program of economic assistance and technical research and development. Further information may be obtained from:

Martin F. Fitzpatrick, Administrator
Tel: (202) 653-6060

James R. Snitzler, Director, International Division
Tel: (202) 653-6275

Mailing Address:

1405-Auditors Building
Washington, DC 20250

(Temporary Location):

2121 K Street, N.W., 4th Floor
Washington, DC 20036

The International Division of the OT seeks to increase U.S. agricultural exports through providing technical assistance and economic and technological research to producer groups and exporters to resolve international transportation problems and thus enhance the competitiveness of the agricultural sector in world markets.

The Division publishes the World Agri-Transport Report, a monthly periodical that provides up-to-date information on foreign agricultural trade, U.S. and foreign port development, ocean and air transportation, and current trends in the transportation industry. The editor is Thomas M. Poerstel, Assistant to the Director, International Division, tel. (202) 653-6275.

Transportation Services

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
Tel: (703) 684-5700

A corporate body that provides an organizational resource to all of the 70 major ports in the United States. Dedicated to the port industry and the professionalism of port managers. The American Association of Port Authorities' mission is to facilitate port development, promote the prestige of the ports, analyze significant issues, and represent the port industry in appropriate national and international government forums.

American Trucking Association

2200 Mill Road
Alexandria, VA 22314
Tel: (703) 838-1700

A national federation of 51 independent and autonomous state trucking associations that represent all classes and types of trucking operations, and 13 independent and autonomous conferences that represent special classes or types of trucking operations.

Animal Air Transportation Association

P.O. Box 441110
619 Broadcreek Drive
Fort Washington, MD 20744
Tel: (301) 292-1970

A forum for those engaged in the transportation of animals and related services. The organization is concerned with air, surface, and marine transport, plus animal handling and care before and after shipment. The association provides a clearinghouse of information and ideas, a means for making research needs known, and a channel for disseminating research findings. The Animal Air Transportation Association conducts an annual conference and publishes conference proceedings.

Association of American Railroads

50 F Street, N.W., Suite 3402
Washington, DC 20001
Tel: (202) 639-2100

The central corresponding and research agency in railroad operation and maintenance, engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

Federal Maritime Commission
(Office of Managing Director)

1100 L Street, N.W.
Washington, DC 20573
Tel: (202) 523-5800

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign and certain domestic offshore trade.

Office of International Transportation and Trade
U.S. Department of Transportation

400 Seventh Street, S.W.
Washington, DC 20590
Tel: (202) 366-4368

The U.S. Department of Transportation carries out an international cooperation program which shares transportation experience and technology with other countries under various bilateral and multilateral arrangements and through participation in international organizations. The objective of this program is to reduce research costs and duplication of parallel national efforts, to find solutions to problems of mutual concern, to support U.S. foreign policy, and to promote sales of U.S. transportation equipment and technology.

Saint Lawrence Seaway Development Corporation
U.S. Department of Transportation

400 Seventh Street, S.W.,
Room 5424
Washington, DC 20590
Tel: (202) 366-0091

A corporation that oversees the operation of the two American locks owned by the United States. The agency also works in conjunction with its Canadian counterpart in the overall running of the seaway.

**Office of Marketing and
Domestic Enterprise
U.S. Maritime Administration**

400 Seventh Street, S.W.,
Room 7214
Washington, DC 10590
Tel: (202) 366-4721

An office that provides information and assistance in the use of ocean vessels for marketing in ports, intermodal movements, and domestic water transportation. Regional and area offices are located in eight domestic marketing centers in the United States.

**Air Transport Association
of America**

1709 New York Avenue, N.W.
Washington, DC 20006-5206
Tel: (202) 626-4128

The Air Transport Association of America (ATAA) is an industry trade and service organization representing the majority of U.S. scheduled airlines. Within the ATAA, the Air Cargo Council is responsible for the development and implementation of air cargo service programs which facilitate the movement of goods within the United States and across international borders. It also works with the USDA and the shipping community to meet technical needs and requirements for air transportation of all agricultural products.

**Animal and Plant Health
Inspection Service**

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

The following contacts are restricted to those officials within APHIS whose duties are limited to export services:

Plant Protection and Quarantine (PPQ)

Leonard M. Crawford
Chief Staff Officer
USDA, APHIS, PPQ
Export Certification Unit
Room 669, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8537

Donald G. Gunther
Assistant Staff Officer
USDA, APHIS, PPQ
Export Certification Unit
Room 669, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8537

Veterinary Services (VS)

Dr. David Herrick
Chief Staff Veterinarian
USDA, APHIS, VS
Import-Export Operations Staff
Room 764, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8590

Dr. George O. Winegar
Senior Staff Veterinarian
USDA, APHIS, VS
Export Animal Staff
Room 761, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8383

Food Safety and Inspection Service

USDA inspection of meat and poultry products assures that the product at the time of export certification is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the intended importing country.

International Programs

Office of the Deputy Administrator

Patricia F. Stolfa
Deputy Administrator
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 341-E, Administration Building
Washington, DC 20250
Tel: (202) 447-3473

Dr. William Havlik
Acting Assistant Deputy Administrator
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 341-E, Administration Building
Washington, DC 20250
Tel: (202) 447-3473

Dr. Wallace I. Leary
Veterinary Attache
U.S. Mission to European Community
APO New York 09667
(Brussels, Belgium)
Tel: (011-32-2) 513-4450, ext. 2760

Dr. Robert E. Fetzner
Director, Export Coordination Division
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 0036-S
Washington, DC 20250
Tel: (202) 447-9051

Deputy Director - Dr. Wayne Weber (202) 447-9051
Staff Officer - Dr. Karen Wright (202) 447-9051
Staff Officer - Yvonne Brown (202) 447-9051
Staff Officer - Dr. M. H. Chaudry (202) 447-9052

U.S. Regional Offices

Western Region

(Alaska, American Samoa, Arizona, California, Colorado, Guam, Hawaii, Idaho, Mariana, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, and Wyoming)

Dr. J. Harbottle, Acting Director
Building 2C - Room 102
620 Central Avenue
Alameda, CA 94501
Tel: (415) 273-7402
FTS: 536-7402

Southwestern Region

(Arkansas, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas)

Dr. M. Waguespack, Director
1100 Commerce Street, Room 5-F41
Dallas, TX 75242
Tel: (214) 767-9116
FTS: 729-9116

North Central Region

(Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, and Wisconsin)

Dr. K. O. McDoug, Director
607 East 2nd Street
Des Moines, IA 50309
Tel: (515) 284-6300
FTS: 862-6300

Southeastern Region

(Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia)

Dr. J. D. Willis, Director
1718 Peachtree Street, N.W., Room 216
Atlanta, GA 30309
Tel: (404) 347-3911
FTS: 257-3911

Northeastern Region

(Connecticut, Maine, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Rhode Island, and Vermont)

Dr. C. E. Harmon, Director
1421 Cherry Street, 7th Floor
Philadelphia, PA 19102
Tel: (215) 597-4217
FTS: 579-4217

Food Quality Acceptance Service

The Food Quality Acceptance Service, provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit to AMS the specification or contract in advance. The AMS will review the contract and will work with the buyers in writing a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract.

USDA has grade standards for a wide variety of food products, including shell eggs.

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Economic Research Service

International Economics Division

The International Economics Division (IED) of the Economic Research Service conducts research and analyses of international agricultural and economic developments. The IED analyzes the supply and demand of internationally traded agricultural commodities, and collects and interprets current information on agricultural and economic developments. It also forecasts utilization, stocks, trade, and prices for food and agricultural products for the world, regions, and individual countries. Analyses and research are conducted in support of foreign market development.

The IED is organized into six regional and three functional branches. Each regional branch focuses on a particular geographic area and conducts research analysis and intelligence missions. The functional branches cover agricultural development, trade policy, and world analysis.

To receive information about the ERS publications and technical reports, write or call:

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Agricultural Research Service

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. The ARS provides exporters with information, research, and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control, and pesticide residues for domestic and foreign marketing. It also publishes studies on the best ways to select, pack, and ship for export.

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National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

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Eastern U.S. Agricultural and Food Export Council, Inc.

Ten northeastern State departments of agriculture formed this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

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Mid-America International Agri-Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

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Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

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**Western U.S. Agricultural
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Eleven western State departments of agriculture and two territories formed the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports from its member States. WUSATA members are Alaska, American Samoa, California, Colorado, Guam, Hawaii, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming.

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FAS/Cooperator Market Development Program

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote U.S. products ranging from soybeans to leather to logs.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

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New Orleans, LA 70130
Tel: (504) 589-6546
FTS: 682-6546

Maine

(Boston, Massachusetts,
District)

Stephen Nyulaszi
77 Sewall Street
Augusta, ME 04330
Tel: (207) 622-8249
FTS: 833-6249

Maryland

LoRee P. Silloway, Director
U.S. Customhouse,
Suite 413
40 South Gay Street
Baltimore, MD 21202
Tel: (301) 962-3560
FTS: 922-3560

Massachusetts

Francis J. O'Connor, Director
World Trade Center,
Suite 307
Commonwealth Pier Area
Boston, MA 02210
Tel: (617) 565-8563
FTS: 835-8563

Michigan

William Dahlin, Acting
Director
Room 1140
Patrick McNamara Building
477 Michigan Avenue
Detroit, MI 48226
Tel: (313) 226-3650
FTS: 226-3650

300 Monroe N.W.,
Room 409
Grand Rapids, MI 49503
Tel: (616) 456-2411
FTS: 372-2411

Minnesota

Ronald E. Kramer, Director
108 Federal Courts Building
110 South 5th Street
Minneapolis, MN 55401
Tel: (612) 348-1638
FTS: 777-1638

Mississippi

Mark E. Spinney, Director
Jackson Mall Office Center,
Suite 328
300 Woodrow Wilson
Boulevard
Jackson, MS 39213
Tel: (601) 965-4388
FTS: 490-4388

Missouri

Dona R. Loso, Director
7911 Forsyth Boulevard,
Suite 610
St. Louis, MO 63105
Tel: (314) 425-3302
FTS: 279-3302

James D. Cook, Director
601 East 12th Street,
Suite 635
Kansas City, MO 64106
Tel: (816) 374-3141
FTS: 758-3141

Montana

(Serviced by Denver,
Colorado, District Office)

Nebraska

George H. Payne, Director
11133 O Street
Omaha, NE 68137
Tel: (402) 221-3664
FTS: 864-3664

Nevada

Joseph J. Jeremy, Director
1755 E. Plumb Lane,
Suite 152
Reno, NV 89502
Tel: (702) 784-5203
FTS: 470-5203

New Hampshire

(Serviced by Boston,
Massachusetts, District
Office)

New Jersey

Thomas J. Murray, Director
3131 Princeton Pike
Building 4D, Suite 211
Trenton, NJ 08608
Tel: (609) 989-2100
FTS: 483-2100

New Mexico

Elizabeth Stillie, Trade
Assistant
517 Gold, S.W., Suite 4303
Albuquerque, NM 87102
Tel: (505) 766-2386
FTS: 474-2386

New York

Robert F. Magee, Director
Federal Building, Suite 1312
111 West Huron Street
Buffalo, NY 14202
Tel: (716) 846-4191
FTS: 437-4191

121 East Avenue
Rochester, NY 16404
Tel: (716) 263-6480
FTS: 963-6480

Milton A. Eaton, Director
Federal Office Building
26 Federal Plaza -
Foley Square
New York, NY 10278
Tel: (212) 264-0634
FTS: 264-0634

North Carolina

Samuel P. Troy, Regional
Managing Director
324 West Market Street
P.O. Box 1950
Greensboro, NC 27402
Tel: (919) 333-5345
FTS: 699-5345

North Dakota

(Serviced by Omaha,
Nebraska, District Office)

Ohio

Gordon B. Thomas, Director
Federal Office Building,
Suite 9504
550 Main Street
Cincinnati, OH 45202
Tel: (513) 684-2944
FTS: 684-2944

Toby T. Zettler, Director
666 Euclid Avenue,
Room 668
Cleveland, OH 44114
Tel: (216) 522-4750
FTS: 942-4750

Oklahoma

Ronald L. Wilson, Director
5-Broadway Executive Park,
Suite 200
6601 Broadway Extension
Oklahoma City, OK 73116
Tel: (405) 231-5302
FTS: 736-5302

440 S. Houston Street
Tulsa, OK 74127
Tel: (918) 581-7650
FTS: 736-7650

Oregon

Lloyd R. Porter, Director
1220 S.W. 3rd Avenue
Room 618
Portland, OR 97204
Tel: (503) 221-3001
FTS: 423-3001

Pennsylvania

Robert E. Kistler, Director
Federal Building,
Room 9448
600 Arch Street
Philadelphia, PA 19106
Tel: (215) 597-2866
FTS: 597-2866

John A. McCartney, Director
Federal Building, Suite 2002
1000 Liberty Avenue
Pittsburgh, PA 15222
Tel: (412) 644-2850
FTS: 722-2850

Puerto Rico

J. Enrique Vilella
Federal Building, Room G55
San Juan (Hato Rey),
PR 00918
Tel: (809) 753-4555,
ext. 555
FTS: (809) 753-4555

Rhode Island

(Boston, Massachusetts,
District Office)
7 Jackson Walkway
Providence, RI 02903
Tel: (401) 528-5104,
ext. 22
FTS: 838-5104

South Carolina

Edgar L. Rojas, Director
Strom Thurmond Federal
Building, Suite 172
1835 Assembly Street
Columbia, SC 29201
Tel: (803) 765-5345
FTS: 677-5345

17 Lockwood Drive
Charleston, SC 29401
Tel: (803) 724-4361
FTS: 677-4361

South Dakota

(Serviced by Omaha,
Nebraska, District Office)

Tennessee

Jim Charlet, Director
Parkway Towers, Suite 1114
404 James Robertson
Parkway
Nashville, TN 37219-1505
Tel: (615) 736-5161
FTS: 852-5161

555 Beale Street
Memphis, TN 38103
Tel: (901) 521-4137
FTS: 222-4826

Texas

C. Carmon Stiles, Regional
Managing Director
1100 Commerce Street,
Room 7A5
Dallas, TX 75242
Tel: (214) 767-0542
FTS: 729-0542

P.O. Box 12728 -
Capitol Station
Austin, TX 78711
Tel: (512) 472-5059

James D. Cook, Director
Federal Courthouse,
Suite 2625
515 Rusk Street
Houston, TX 77002
Tel: (713) 229-2578
FTS: 526-4578

Utah

Stephen P. Smooth, Director
U.S. Courthouse, Suite 340
350 S. Main Street
Salt Lake City, UT 84101
Tel: (801) 524-5116
FTS: 588-5116

Vermont

(Serviced by Boston,
Massachusetts, District
Office)

Virginia

Philip A. Ouzts, Director
Federal Building, Suite 8010
400 North 8th Street
Richmond, VA 23240
Tel: (804) 771-2246
FTS: 925-2246

Washington

C. Franklin Foster, Director
3131 Elliott Avenue,
Room 290
Seattle, WA 98121
Tel: (206) 442-5616
FTS: 399-5615

P.O. Box 2170
Spokane, WA 99210
Tel: (509) 456-4557
FTS: 439-4557

West Virginia

Roger L. Fortner, Director
3402 Federal Building
500 Quarrier Street
Charleston, WV 25301
Tel: (304) 347-5123
FTS: 930-5123

Wisconsin

Patrick A. Willis, Director
Federal Building and U.S.
Courthouse, Room 606,
517 East Wisconsin Avenue
Milwaukee, WI 53202
Tel: (414) 291-3473
FTS: 362-3473

Wyoming

(Serviced by Denver,
Colorado, District Office)

National Marine Fisheries Service

Within the National Oceanographic and Atmospheric Administration of the U.S. Department of Commerce, the National Marine Fisheries Service (NMFS) addresses trade problems impacting U.S. fishery exports in coordination with the United States Trade Representative, the International Trade Administration, and the International Trade Commission. The NMFS is concerned with fisheries trade issues for U.S. markets in Japan, Canada, and the European Community and also provides export inspection services and develops product standards.

For information on trade matters contact:

Terry Ellington
Office of Industry Services
National Marine Fisheries
Service
1825 Connecticut Avenue,
N.W.
Washington, DC 20235
Tel: (202) 673-5492
FAX: (202) 673-5443

Fisheries Services Division
P.O. Box 1109
Gloucester, MA 09130
Tel: (617) 281-3600
Telex: 940007 NMFS
GLOS

Fisheries Development
Division
300 South Ferry Street
Room 2016
Terminal Island, CA 90731
Tel: (213) 514-6677

Fisheries Development
Division
P.O. Box 1668
Juneau, AK 99802
Tel: (907) 586-7224
Telex: 45377 NMFS
AKR JNU

Fisheries Development
Division
Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702
Tel: (813) 893-3394

Fisheries Development
Division
7600 San Point Way
BIN C 15700
Seattle, WA 98115
Tel: (206) 527-6117
Telex: 910-44-2786
NMFS SEA

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection and certification and/or analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.

- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services contact:

Phyllis Bentz
National Marine Fisheries
Service
1825 Connecticut Avenue,
N.W.
Washington, DC 20235
Tel: (202) 673-5374

Or, contact the office nearest you:

Northeast Inspection Office

P.O. Box 1188
Emerson Avenue
Gloucester, MA 09130
Tel: (617) 281-3600

Southeast Inspection Office

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702
Tel: (813) 893-3155

Western Inspection Office

5600 Rickenbacker Road,
Building 7
Bell, CA 90201
Tel: (213) 267-6734

Foreign Embassies in the United States

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports.

Afghanistan

Embassy of the Democratic Republic of Afghanistan
2341 Wyoming Avenue, N.W.
Washington, DC 20008
Tel: (202) 234-3770

Algeria

Embassy of the Democratic and Popular Republic of Algeria
2118 Kalorama Road, N.W.
Washington, DC 20008
Tel: (202) 328-5300

Argentina

Embassy of the Argentine Republic
1600 New Hampshire Avenue, N.W.
Washington, DC 20036
Tel: (202) 939-6400

Australia

Embassy of Australia
1601 Massachusetts Avenue, N.W.
Washington, DC 20036
Tel: (202) 797-3000

Austria

Embassy of Austria
2343 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 483-4474

Bahamas

Embassy of the Commonwealth of the Bahamas
Suite 865, 600 New Hampshire Ave., N.W.
Washington, DC 20037
Tel: (202) 944-3390

Bahrain

Embassy of the State of Bahrain
3502 International Drive, N.W.
Washington, DC 20008
Tel: (202) 342-0741

Bangladesh

Embassy of the People's Republic of Bangladesh
2201 Wisconsin Avenue, N.W.
Washington, DC 20007
Tel: (202) 342-8372

Barbados

Embassy of Barbados
2144 Wyoming Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-9200

Belgium

Embassy of Belgium
3330 Garfield Street, N.W.
Washington, DC 20008
Tel: (202) 333-6900

Belize

Embassy of Belize
1575 I Street, N.W., Suite 695
Washington, DC 20005
Tel: (202) 289-1416

Benin

Embassy of the People's Republic of Benin
2737 Cathedral Avenue, N.W.
Washington, DC 20008
Tel: (202) 232-6656

Bolivia

Embassy of Bolivia
3014 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 483-4410

Botswana

Embassy of the Republic of Botswana
Suite 404, 4301 Connecticut Avenue, N.W.
Washington, DC 20008
Tel: (202) 244-4990

Brazil

Brazilian Embassy
3006 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 745-2700

Brunei

Embassy of the State of Brunei Darussalam
Watergate, Suite 300, 3rd Floor
2600 Virginia Avenue, N.W.
Washington, DC 20037
Tel: (202) 342-0159

Bulgaria

Embassy of the People's Republic of Bulgaria
1621 22nd Street, N.W.
Washington, DC 20009
Tel: (202) 387-7969

Burkina Faso

Embassy of Burkina Faso
2340 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 332-5577

Burma

Embassy of the Union of
Burma
2300 S Street, N.W.
Washington, DC 20008
Tel: (202) 332-0044

Burundi

Embassy of the Republic of
Burundi
2233 Wisconsin Avenue,
N.W., Suite 212
Washington, DC 20007
Tel: (202) 342-2574

Cameroon

Embassy of the United
Republic of Cameroon
2349 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 265-8790

Canada

Embassy of Canada
1746 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 785-1400

Cape Verde

Embassy of the Republic of
Cape Verde
3415 Massachusetts
Avenue, N.W.
Washington, DC 20007
Tel: (202) 965-6820

Central African Republic

Embassy of Central African
Republic
1618 22nd Street, N.W.
Washington, DC 20008
Tel: (202) 483-7800

Ceylon

(See Sri Lanka)

Chad

Embassy of the Republic of
Chad
2002 R Street, N.W.
Washington, DC 20009
Tel: (202) 462-4009

Chile

Embassy of Chile
1732 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 785-1746

China

Embassy of the People's
Republic of China
2300 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 328-2500

Colombia

Embassy of Colombia
2118 Leroy Place, N.W.
Washington, DC 20008
Tel: (202) 387-8338

**Congo, People's Republic
of**

Embassy of the People's
Republic of the Congo
4891 Colorado Avenue,
N.W.
Washington, DC 20011
Tel: (202) 726-5500

Costa Rica

Embassy of Costa Rica
1825 Connecticut Avenue,
N.W.
Washington, DC 20009
Tel: (202) 234-2945

**Cote D'Ivoire (Formerly
Ivory Coast)**

Embassy of the Republic of
Cote D'Ivoire
2424 Massachusetts
Avenue, N.W.
Washington, DC 20006
Tel: (202) 483-2400

Cyprus

Embassy of Cyprus
2211 R Street, N.W.
Washington, DC 20008
Tel: (202) 462-5771

Czechoslovakia

Embassy of the
Czechoslovakian Socialist
Republic
3900 Linnean Avenue, N.W.
Washington, DC 20008
Tel: (202) 363-6315

Dahomey

(See Benin)

Denmark

Royal Danish Embassy
3200 Whitehaven Street,
N.W.
Washington, DC 20008
Tel: (202) 234-4300

Dominican Republic

Embassy of the Dominican
Republic
1715 22nd Street, N.W.
Washington, DC 20008
Tel: (202) 332-6280

Ecuador

Embassy of Ecuador
2535 15th Street, N.W.
Washington, DC 20009
Tel: (202) 234-7200

Egypt

Embassy of the Arab
Republic of Egypt
2310 Decatur Place, N.W.
Washington, DC 20008
Tel: (202) 232-5400

El Salvador

Embassy of El Salvador
2308 California Street, N.W.
Washington, DC 20008
Tel: (202) 265-3480

Ethiopia

Embassy of Ethiopia
2134 Kalorama Road, N.W.
Washington, DC 20008
Tel: (202) 234-2281

**European Communities,
Delegation of the
Commission of the**

2100 M Street, N.W.,
7th Floor
Washington, DC 20037
Tel: (202) 862-9500

Fiji

Embassy of Fiji
2233 Wisconsin Avenue,
N.W.
Washington, DC 20036
Tel: (202) 337-8320

Finland

Embassy of Finland
3216 New Mexico Avenue,
N.W.
Washington, DC 20016
Tel: (202) 363-2430

France

Embassy of France
4101 Reservoir Road, N.W.
Washington, DC 20007
Tel: (202) 944-6000

Gabon

Embassy of the Gabonese
Republic
2034 20th Street, N.W.
Washington, DC 20009
Tel: (202) 797-1000

**Germany, Democratic
Republic (East)**

Embassy of the German
Democratic Republic
1717 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 232-3134

**Germany, Federal Republic
of (West)**

Embassy of the Federal
Republic of Germany
4645 Reservoir Road, N.W.
Washington, DC 20007
Tel: (202) 298-4000

Ghana

Embassy of Ghana
2460 16th Street, N.W.
Washington, DC 20009
Tel: (202) 462-0761

Great Britain

(See United Kingdom of
Great Britain and Northern
Ireland)

Greece

Embassy of Greece
2221 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 667-3168

Grenada

Embassy of Grenada
1701 New Hampshire
Avenue, N.W.
Washington, DC 20009
Tel: (202) 265-2561

Guatemala

Embassy of Guatemala
2220 R Street, N.W.
Washington, DC 20008
Tel: (202) 745-4952

Guinea

Embassy of the Republic of
Guinea
2112 Leroy Place, N.W.
Washington, DC 20008
Tel: (202) 483-9420

Guyana

Embassy of Guyana
2490 Tracy Place, N.W.
Washington, DC 20008
Tel: (202) 265-6900

Haiti

Embassy of Haiti
2311 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 332-4090

Honduras

Embassy of Honduras
4301 Connecticut Avenue,
N.W., Suite 100
Washington, DC 20008
Tel: (202) 966-7700

Hungary

Embassy of the Hungarian
People's Republic
3910 Shoemaker Street,
N.W.
Washington, DC 20008
Tel: (202) 362-6730

Iceland

Embassy of Iceland
2022 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 265-6653

India

Embassy of India
2107 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-7000

Indonesia

Embassy of the Republic of
Indonesia
2020 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 775-5200

Iraq

Embassy of the Republic of
Iraq
1801 P Street, N.W.
Washington, DC 20036
Tel: (202) 483-7500

Ireland

Embassy of Ireland
2234 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 462-3939

Israel

Embassy of Israel
3514 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 364-5500

Italy

Embassy of Italy
1601 Fuller Street, N.W.
Washington, DC 20009
Tel: (202) 328-5500

Jamaica

Embassy of Jamaica
1850 K Street, N.W.,
Suite 355
Washington, DC 20006
Tel: (202) 452-0660

Japan

Embassy of Japan
2520 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-6700

Jordan

Embassy of the Hashemite
Kingdom of Jordan
3504 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 966-2664

Kenya

Embassy of Kenya
2249 R Street, N.W.
Washington, DC 20008
Tel: (202) 387-6101

Korea

Embassy of Korea
2370 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-5600

Kuwait

Embassy of the State of
Kuwait
3500 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 364-2100

Laos

Embassy of the Lao
People's Democratic
Republic
2222 S Street, N.W.
Washington, DC 20008
Tel: (202) 332-6416

Lebanon

Embassy of Lebanon
2560 28th Street, N.W.
Washington, DC 20008
Tel: (202) 939-6300

Lesotho

Embassy of the Kingdom of
Lesotho
1430 K Street, N.W.
Washington, DC 20009
Tel: (202) 628-4833

Liberia

Embassy of the Republic of
Liberia
5201 16th Street, N.W.
Washington, DC 20011
Tel: (202) 723-0437

Luxembourg

Embassy of Luxembourg
2200 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 265-4171

Madagascar

Embassy of the Democratic
Republic of Madagascar
2374 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 265-5525

Malawi

Embassy of Malawi
Bristol House
1400 20th Street, N.W.
Washington, DC 20036
Tel: (202) 223-4814

Malaysia

Embassy of Malaysia
2401 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 328-2700

Mali

Embassy of the Republic of
Mali
2130 R Street, N.W.
Washington, DC 20008
Tel: (202) 332-2249

Malta

Embassy of Malta
2017 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 462-3611

Mauritania

Embassy of the Islamic
Republic of Mauritania
2129 Leroy Place, N.W.
Washington, DC 20008
Tel: (202) 232-5700

Mauritius

Embassy of Mauritius
4301 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 244-1491

Mexico

Embassy of Mexico
2829 16th Street, N.W.
Washington, DC 20009
Tel: (202) 234-6000

Morocco

Embassy of Morocco
1601 21st Street, N.W.
Washington, DC 20009
Tel: (202) 462-7979

Mozambique

Embassy of the People's
Republic of Mozambique
1990 M Street, N.W.
Washington, DC 20036
Tel: (202) 293-7146

Nepal

Royal Nepalese Embassy
2131 Leroy Place, N.W.
Washington, DC 20008
Tel: (202) 667-4550

Netherlands

Embassy of the Netherlands
4200 Linnean Avenue, N.W.
Washington, DC 20008
Tel: (202) 244-5300

New Zealand

Embassy of New Zealand
37 Observatory Circle, N.W.
Washington, DC 20008
Tel: (202) 328-4800

Nicaragua

Embassy of Nicaragua
1627 New Hampshire
Avenue, N.W.
Washington, DC 20009
Tel: (202) 387-4371

Niger

Embassy of the Republic of
Niger
2204 R Street, N.W.
Washington, DC 20008
Tel: (202) 483-4224

Nigeria

Embassy of Nigeria
2201 M Street, N.W.
Washington, DC 20037
Tel: (202) 822-1500

Norway

Royal Norwegian Embassy
2720 34th Street, N.W.
Washington, DC 20008
Tel: (202) 333-6000

Oman

Embassy of the Sultanate of
Oman
2342 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 387-1980

Pakistan

Embassy of Pakistan
2315 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-6200

Panama

Embassy of Panama
2862 McGill Terrace, N.W.
Washington, DC 20008
Tel: (202) 483-1407

Papua New Guinea

Embassy of Papua New
Guinea
1330 Connecticut Avenue,
N.W.
Washington, DC 20036
Tel: (202) 659-0856

Paraguay

Embassy of Paraguay
2400 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 483-6960

Peru

Embassy of Peru
1700 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 833-9860

Philippines

Embassy of the Philippines
1617 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 483-1414

Poland

Embassy of the Polish
People's Republic
2640 16th Street, N.W.
Washington, DC 20009
Tel: (202) 234-3800

Portugal

Embassy of Portugal
2125 Kalorama Road, N.W.
Washington, DC 20008
Tel: (202) 328-8610

Qatar

Embassy of the State of
Qatar
600 New Hampshire
Avenue, N.W.
Washington, DC 20037
Tel: (202) 338-0111

Romania

Embassy of the Socialist
Republic of Romania
1607 23rd Street, N.W.
Washington, DC 20008
Tel: (202) 232-4747

Rwanda

Embassy of the Republic of
Rwanda
1714 New Hampshire
Avenue, N.W.
Washington, DC 20009
Tel: (202) 232-2882

Saint Christopher (St. Kitts) and Nevis

Embassy of Saint Christopher (St. Kitts) and Nevis
2501 M Street, N.W.
Washington, DC 20037
Tel: (202) 833-3550

Saint Lucia

Embassy of Saint Lucia
2100 M Street, N.W.,
Room 309
Washington, DC 20037
Tel: (202) 463-7378

Saudi Arabia

Embassy of Saudi Arabia
601 New Hampshire
Avenue, N.W.
Washington, DC 20037
Tel: (202) 342-3800

Senegal

Embassy of the Republic of Senegal
2112 Wyoming Avenue,
N.W.
Washington, DC 20008
Tel: (202) 234-0540

Sierra Leone

Embassy of Sierra Leone
1701 19th Street, N.W.
Washington, DC 20009
Tel: (202) 939-9261

Singapore

Embassy of Singapore
1824 R Street, N.W.
Washington, DC 20009
Tel: (202) 667-7555

Somalia

Embassy of the Somali Democratic Republic
600 New Hampshire
Avenue, N.W.
Washington, DC 20037
Tel: (202) 342-1575

South Africa

Embassy of South Africa
3051 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 232-4400

Spain

Embassy of Spain
2700 15th Street, N.W.
Washington, DC 20009
Tel: (202) 265-0190

Sri Lanka

Embassy of the Democratic Socialist Republic of Sri Lanka
2148 Wyoming Avenue,
N.W.
Washington, DC 20008
Tel: (202) 483-4025

Sudan

Embassy of the Republic of the Sudan
2210 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 466-6280

Suriname

Embassy of the Republic of Suriname
2600 Virginia Avenue, N.W.
Washington, DC 20037
Tel: (202) 338-6980

Swaziland

Embassy of the Kingdom of Swaziland
4301 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 362-6683

Sweden

Embassy of Sweden
600 New Hampshire
Avenue, N.W.
Washington, DC 20037
Tel: (202) 944-5600

Switzerland

Embassy of Switzerland
2900 Cathedral Avenue,
N.W.
Washington, DC 20008
Tel: (202) 745-7900

Syria

Embassy of the Syrian Arab Republic
2215 Wyoming Avenue,
N.W.
Washington, DC 20008
Tel: (202) 232-6313

Tanzania

Embassy of the United Republic of Tanzania
2139 R Street, N.W.
Washington, DC 20008
Tel: (202) 939-6125

Thailand

Embassy of Thailand
2300 Kalorama Road, N.W.
Washington, DC 20009
Tel: (202) 667-3108

Togo

Embassy of the Republic of Togo
2208 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 234-4212

Trinidad and Tobago

Embassy of Trinidad and Tobago
1708 Massachusetts
Avenue, N.W.
Washington, DC 20036
Tel: (202) 467-6490

Tunisia

Embassy of Tunisia
1515 Massachusetts
Avenue, N.W.
Washington, DC 20005
Tel: (202) 862-1850

Turkey

Embassy of the Republic of Turkey
1606 23rd Street, N.W.
Washington, DC 20037
Tel: (202) 387-3200

Uganda

Embassy of the Republic of Uganda
5909 16th Street, N.W.
Washington, DC 20011
Tel: (202) 726-7100

Union of Soviet Socialist Republics

Embassy of the Union of Soviet Socialist Republics
1125 16th Street, N.W.
Washington, DC 20036
Tel: (202) 628-7551

United Arab Emirates

Embassy of the United Arab Emirates
600 New Hampshire Avenue, N.W.
Washington, DC 20037
Tel: (202) 338-6500

United Kingdom of Great Britain and Northern Ireland

British Embassy
3100 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 462-1340

Upper Volta

(See Burkina Faso)

Uruguay

Embassy of Uruguay
1918 F Street, N.W.
Washington, DC 20006
Tel: (202) 331-1313

Venezuela

Embassy of Venezuela
2445 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 797-3800

Yemen

Embassy of the Yemen Arab Republic
600 New Hampshire Avenue, N.W.
Washington, DC 20037
Tel: (202) 965-4760

Yugoslavia

Republic of Yugoslavia
2410 California Street, N.W.
Washington, DC 20008
Tel: (202) 462-6566

Zaire

Embassy of the Republic of Zaire
1800 New Hampshire Avenue, N.W.
Washington, DC 20009
Tel: (202) 234-7690

Zambia

Embassy of the Republic of Zambia
2419 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 265-9717

Zimbabwe

Embassy of Zimbabwe
2852 McGill Terrace, N.W.
Washington, DC 20008
Tel: (202) 332-7100



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